

Message Text

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PAGE 01 ABU DH 01108 260923Z

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ACTION EB-07

INFO OCT-01 NEA-10 ISO-00 COME-00 /018 W

----- 116215

R 260855Z APR 76

FM AMEMBASSY ABU DHABI

TO SECSTATE WASHDC 4259

INFO USDOC WASHDC

LIMITED OFFICIAL USE ABU DHABI 1108

E.O. 11652: NA

TAGS : BGEN, TC

SUBJECT : DUBAI OFFICIAL SEEKS PANAM AGENCY

1. EMBASSY HAS BEEN APPROACHED BY KHALIFA AL-NABOODAH, PERSONAL ASSISTANT TO UAE MINISTER OF DEFENCE, FOR ADVICE AND ASSISTANCE IN OBTAINING PAN AMERICAN AIRWAYS REPRESENTATION FOR NEW TRAVEL AGENCY HE IS PLANNING TO OPEN IN DUBAI.

2. AGENT FOR MOST AIRLINES IN DUBAI IS DUBAI NATIONAL AIR TRAVEL AGENCY (DNATA), ONE OF HOLDINGS OF MAHDI TAJIR. DNATA MONOPOLIZES MOST LUCRATIVE LINES INCLUDING BRITISH AIRWAYS, GULF AIR, IRANAIR, AND PIA. OTHERS SCRAMBLE FOR LEFTOVERS.

3. KHALIFA NABOODAH AND ANOTHER INFLUENTIAL (AND UN-IDENTIFIED) DUBAIAN HAVE RECENTLY BEEN GRANTED PERMISSION TO OPEN TRAVEL AGENCY AND REPRESENT AIRLINES NOT ALREADY REPRESENTED BY DNATA OR OTHERS. ALTHOUGH PANAM HAS AGENT IN ABU DHABI IT IS STILL UNREPRESENTED IN DUBAI. NABOODAH WOULD PREFER ARRANGEMENT WHERE PANAM REPRESENTATIVE PERSONALLY RESIDENT IN DUBAI WITH SALARY AND EXPENSES PAID BY NABOODAH'S TRAVEL AGENCY.

4. IN OUR OPINION NABOODAH VERY SUITABLE AGWKT FOR PANAM. IN ADDITION TO HIS SENSITIVE POSITION IN THE MINISTRY OF DEFENCE, HE IS MEMBER OF ONE OF DUBAI'S LEADING MERCHANT FAMILIES WHOSE INTERESTES INCLUDE ROAD AND BUILDING CONTRACTING. COMMUNICATION EQUIPMENT, CONSTRUCTION EQUIPMENT, AND TIRES. SENIOR AL-NABOODAH IS MEMBER OF UAE FEDERAL

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ASSEMBLY.

5. ACTION REQUESTED: PLS. ADVISE EMBASSY OF APPROPRIATE
PANAM OFFICIAL FOR NABOODAH TO APPROACH WITH HIS PROPOSAL.
BECAUSE OF OUR REGARD FOR NABOODAH, EMBASSY WOULD HAVE NO
HESITATION IN RECOMMENDING HIM TO U.S. FIRM.

STERNER

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Message Attributes

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Disposition Case Number: n/a
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Disposition History: n/a
Disposition Reason:
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